

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY BONN

AMEMBASSY LONDON

AMEMBASSY ROME

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E.O. 11652: N/A

TAGS: EGEN BONN, GW; LONDON,UK; ROME, IT

SUBJECT: BILATERAL AGREEMENTS AND GOVERNMENT CREDIT LINES FOR
EXPORT PROMOTION

1. EXIMBANK CURRENTLY REVIEWING TOTALITY OF OFFICIALLY SUPPORTED
TRADE FINANCING BY PRINCIPAL INDUSTRIALIZED NATIONS. ONE FORM OF
FINANCING HAS BEEN BILATERAL AGREEMENTS WITH CREDIT LINES
ESTABLISHED BY PUBLIC AGENCIES IN EXPORTING COUNTRIES WITH GOVERN-
MENTS IN COUNTRIES OF SPECIAL INTEREST. AMOUNT OF LINE, REPAYMENT
PERIOD, INTEREST RATE, PURPOSE OF LINE, PROCEDURES AND MECHANICS,
OF USE AND OTHER FACTORS MAY MAY BE PREDETERMINED. THIS MAY BE
IN CONTEXT OF BILATERAL TRADE AGREEMENTS, EAST-WEST TRADE,
NORMAL FREE WORLD TRADE AND ASSISTANCE BE DEVELOPING COUNTRIES.
2. TO OBTAIN BETTER UNDERSTANDING THIS TYPE FINANCING COMPETITION,
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WOULD APPRECIATE EMBASSY ASSISTANCE IN COLLECTING FOLLOWING

INFORMATION. A. COUNTRIES IN WHICH HOST GOVERNMENT OR ANY PUBLIC AGENCY HAS ESTABLISHED CREDIT LINES. AMOUNTS, REPAYMENT PERIODS, INTEREST RATES, LENDING AGENCY, PURPOSE OF CREDIT, COMMITMENT FEE, DATE CREDIT ESTABLISHED, AVAILABILITY PERIOD, AND PROCEDURES AND MECHANISM OF USE FOR EACH LINE. B. ACTUAL USE OF CREDIT LINES. FOR SPECIFIC TRANSACTIONS: (1) NATURE OF SALE OR CONTRACT, (2) CONTRACT VALUE, (3) DOWNPAYMENT, (4) GRACE PERIOD, (5) PORTION OF FINANCING PROVIDED THROUGH OFFICIAL CREDIT LINE, ITS REPAYMENT PERIOD AND INTEREST RATE, (6) PORTION FINANCING PROVIDED THROUGH COMMERCIAL CREDIT IF ANY, ITS REPAYMENT PERIOD AND INTEREST RATE, (7) GUARANTEE FEES AND OTHER FINANCING COSTS, (8) CAPITALIZATION OF INTEREST DURING CONSTRUCTION, (9) LOCAL COSTS SUPPORTED, AMOUNT, REPAYMENT PERIOD AND INTEREST RATE, (10) GUARANTEE REQUIREMENTS. 3. WOULD GREATLY APPRECIATE IT IF ABOVE INFORMATION COULD BE ASSEMBLED FOR VISIT BY EXIMBANK OFFICIAL GORDON PLANTS, ROME, FEBRUARY 17-18, BONN, FEBRUARY 20, LONDON, MARCH 3-4.
INGERSOLL

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